

Steigerwalt, Charles, Trissler  
[Lancaster, PA]

1907-1910

Launceston 7/26/1907

Mr Howland Wood:—

Yours received and carefully read. The suggested grading of conditions seems correct except that I think your taking of "very fine" and "fine" a little too strong and "very good" and "good" a little too weak. But all attempts to bring a uniform grading are not apt to lead to any practical result. The best remedy is either not to buy at auction unless you can be personally present or send your bids only to those dealers whose descriptions can be relied on. The others will

continue to catalogue as before  
despite all efforts to the contrary.  
I do not permit any return  
of lots from any of my sales  
and am willing to stand on  
my descriptions of condition  
at all times - if any person  
does not wish to comply with  
this or wants to use his own  
ideas as a basis of selection  
after sale I don't want his bids.  
It is the cataloguer as a rule  
~~that~~<sup>who</sup> is the victim of sales and  
not the bidder who need not  
patronize any dealer in whom  
he can have no confidence.  
There is rarely a sale without  
some crank bidder - I had one  
from Boston at my last sale  
who wanted to return a lot  
because, after bidding, he had bought



the same date from Von Bergen  
 before the sale piece reached him.  
 This is only one specimen of  
 what the Cataloguer has to contend  
 with.

What the collector, and particularly  
 the new beginner, has most to be  
 guarded against is the misrepresent-  
 ation, either through ignorance or  
 design, of lots that, in many cases,  
 should not be sold at all by  
 any reputable dealer or whose  
 value, by misleading records, is  
 apt to give the new collector  
 erroneous ideas which he only  
 finds out later. Such pieces as  
 the so-called restrike 1804 + 1823  
 Cents (counterparts of rank character)  
 appear in many sales of even  
 those who know better while efforts  
 to sell pure 1896 Centennial medals

as "Nevada" or "Centennial" Dollars  
is an equally reprehensible practice.  
Sale records, where somebody was  
badly stuck, or where the coin, like  
the 1856 nickel cent or 1873 two cents,  
has been selling for months at a  
lower rate, are used as a basis  
to deceive the ignorant. It takes  
but a glance over some catalogues  
to see many instances - some are  
not intentional but through ignorance  
- where collectors are apt to be  
deceived and bid far beyond the  
coin's value.

If I can arrange to do so I  
hope to be at Columbus on Sept 2  
when the Convention meets there.

I remain

Yours truly  
Chas. Strickland  
130 E. King St  
Lancaster, Pa



Launcester 8/22/1910

Mr Howland Wood:—

I was stricken down on July 27<sup>th</sup> and have been very ill since - am still too weak to walk alone and only able the last couple of days to write.

While some of the last received bids for my sale of July 30<sup>th</sup> were not yet entered when I became ill, I believe your bids secured the four lots desired.

I had thought I would be strong enough to send out the sale goods last week but it will take a few days longer until I can do so.

Hoping you will excuse the unavoidable delay I remain  
Yours truly  
Chas. Steigerwalt